

THE TRANSPORTATION LINK

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National Highway
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Research &
Special Programs
Administration

St. Lawrence
Seaway
Development

Office of
the Secretary

Vol. 10 No. 12

December 2003



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Director of the
Office of Small and
Disadvantaged
Business Utilization
(OSDBU)

FROM THE DESK OF THE DIRECTOR

We lead off this month with an article summarizing three recently-promulgated regulations that impact the way small, disadvantaged, and woman-owned firms conduct business with the Federal government. This month's profile spotlights MEGA-TECH, Inc. a woman-owned small business based in Falls Church, Virginia. MEGA-TECH was awarded a Minority Enterprise Award this October. Also, in honor of the 100th year anniversary of the first manned flight, OSDBU features the Wright Brother's historic flight and the birth of the air transportation and aerospace industries.

OSDBU customers seeking to identify new contract and marketing opportunities should pay close attention to this month's "Follow the Money," which features the recent release of the St. Lawrence Seaway Development Corporation's annual report and business plan. In our "Future State Procurements" column we provide a list of recently issued grants to the States which promise to translate into new contracting opportunities.

In closing, OSDBU would like to say congratulations to our own Angela Dilver-Dendy on receiving the DOT Secretary's Award for Excellence at the 36th annual award ceremony this past October. We are thankful for her contributions and for her dedication to promoting OSDBU's objectives.

Here's wishing you and yours a safe and happy Holiday Season and a successful New Year. We look forward to working with you in 2004!

New Rules for How to Do Business

Three regulations were recently promulgated that will have a major impact on how OSDBU's customers conduct business with the Federal government.

Contract Bundling - Effective November 19, 2003, the U.S. Small Business Administration (SBA) regulations governing small business prime contracting assistance have been amended to:

- Revise the definition of contract bundling to expressly include multiple award contract vehicles and task/delivery orders under such contracting vehicles;
- Mandate that procuring activities coordinate with the Small Business Specialist (SBS) on proposed acquisition strategies or plans contemplating awards above specified dollar thresholds;
- Require that the SBS notify the agency's OSDBU when those strategies include contract bundling that is unnecessary or unjustified;
- Revise the threshold and documentation required for substantial bundling; and
- Require the agency's OSDBU to perform specified oversight functions.

Electronic Copy of Contract Bundling rule:

<http://www.acqnet.gov/far/FAC/fac2001-17.pdf>

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MEGA-TECH, Inc. – An Excellent Return on a Client's Investment

At this year's MED Week awards ceremony in October, DOT's Maritime Administration awarded Dolores Fisk, President and CEO of MEGA-TECH, Inc. (MTI), with an Outstanding Women-Owned Business Enterprise Award. Ms. Fisk adds this award to a growing list of public and private sector awards and honorable recognitions which hint at her firm's remarkable success.

MTI, based in Falls Church, VA, is an Information Technology, Engineering, and Professional Services firm



that specializes in providing IT hardware and services, feasibility studies, conference and logistics management, and professional administrative support services to government and private customers. Since its start in 1988, Ms. Fisk has grown MTI to become a premiere government support service contractor employing over 80 staff and generating over \$8 million in annual revenue.

Guided by a clear company philosophy to "provide a substantial return on investment," MTI promotes excellence for every customer and supports excel-

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OSDBU

Office of Small
and Disadvantaged
Business Utilization

wants to hear from you! Call us toll-free at 1-800-532-1169 with questions or comments about this newsletter or our web site. The Transportation Link's content may be reprinted without permission.

New Rules...continued from page 1

Government-wide Point of Entry (GPE) - Effective October 1, 2003, the Federal Acquisition Regulation (FAR) was amended to designate the Federal Business Opportunities (FedBizOpps) web site as the single point of universal electronic public access to Government-wide procurement opportunities. In addition, the rule makes the GPE the exclusive official source for public access to notices of procurement actions over \$25,000.

Electronic Copy of GPE rule: <http://www.statebuy.gov/documents/ccrfinal.pdf>

Central Contractor Registration (CCR) - Effective October 1, 2003, this rule requires the registration of all contractors in the CCR database prior to the award of any contract, basic agreement, basic ordering agreement, or blanket purchase agreement. The rule also requires that Federal contracting officers modify existing contracts that extend beyond December 31, 2003, to require those contractors to register in the database. To register, contractors must provide company information such as mailing address, telephone number, number of employees, names of key officials, and type of business the company does.

To register for CCR: <http://www.ccr.gov>

Electronic Copy of the CCR rule: <http://a257.g.akamaitech.net/7/257/2422/14mar20010800/edocket.access.gpo.gov/2003/pdf/03-24581.pdf>

MEGA-TECH, Inc...continued from page 1

lence in the performance of every employee. As a major factor leading to MTI's success, Director of Administration Ray Phillips recognizes the contributions of MTI's talented and dedicated employees who create an almost family-like work environment. Mr. Phillips also attributes MTI's success to senior management's ability to adapt to a changing economy and move with the business climate of the times in pursuing new opportunities.

As a graduated 8(a), MTI has been mentoring Trega-Tech, Inc and Harlan Lee & Associates- helping them overcome many of the barriers associated with start-up and partnering with them in pursuit of new opportunities. Mr. Phillips offered the following advice to other small, disadvantaged, and woman-owned firms seeking growth: "stay focused; market to existing clients; capitalize on existing contracts; and always be sure to keep your customer happy."

For more information:

<http://www.megatechinc.com>

Corporate Headquarters –
180 South Washington Street, Suite 200 /
Falls Church, VA 22046 / 703-534-7208

Future State Procurements

This monthly feature highlights recently announced DOT grants to States that will likely become future State procurement opportunities. This month we highlight:

\$1.6 Million to States for Underground Damage Protection

DOT's Research and Special Programs Administration (RSPA) recently announced grants to seven states to boost their abilities to provide protection to pipelines and other underground infrastructure. The seven states receiving grants are Michigan, New York, Pennsylvania, South Dakota, Utah, Vermont, and Wyoming. Since the program's inception in 1998, RSPA's Underground Damage Prevention Program has contributed to a 43 percent decline in excavation-related damage to pipelines.

For more information: <http://www.dot.gov/affairs/wnd102003>

\$21.6 Million to New Orleans Regional Transit Authority

DOT Secretary Norman Y. Mineta and U.S. Senator John Breaux recently announced the planned return of historic street car service to New Orleans' Canal Street as a result of a DOT grant. The project includes: constructing over five miles of track; building 24 new street cars; building a major transfer station on Canal Street; constructing a service, inspection, and storage facility; and renovating the historic Carrollton Barn into a streetcar manufacturing and maintenance site.

For more information: <http://www.dot.gov/affairs/fta4803.htm>

\$3.6 Million to Universities for Transportation Research and Education

DOT's University Transportation Center Program awarded grants to Montana State University, Iowa State University, and the City University of New York to advance research that seeks to make travel safer, more efficient, and more convenient in rural, suburban, and urban areas. Montana State University received a grant of \$1.8 million in support of advanced transportation-related research in rural environments. Iowa State University's – Midwest Transportation Consortium and the City University of New York each received grants of \$906,000 to support planning and management of regional transportation systems.

For more information: <http://www.dot.gov/affairs/rspa1803>; <http://www.dot.gov/affairs/rspa1703>; <http://www.dot.gov/affairs/rspa1603>

\$86.4 Million in Incentive Grants to States for Tougher Drunk Driving Laws

Forty-four states, the District of Columbia, and Puerto Rico recently received incentives for lowering the legal threshold for impaired driving to .08 percent blood alcohol concentration. The designated funds may be used for highway safety or highway infrastructure projects and range from approximately \$500,000 - \$9.5 million per State.

For more information: <http://www.nhtsa.dot.gov/nhtsa/announce/press/pressdisplay.cfm?year=2003&filename=pr43-03.html>

FOLLOW THE MONEY

St. Lawrence Seaway System's Business Plan Promises New Opportunities

Richard Corfe, the new President and CEO of the St. Lawrence Seaway Management Corporation (SLSMC), recently released the SLSMC annual report and associated business plan that sets targets for revenue and manageable costs for the next five years. The business plan calls for increases in maintenance expenditures by 36 percent over the next five years, up to \$170 million.

SLSMC is a Canadian not-for-profit corporation responsible for the safe and efficient movement of marine traffic through the Canadian Seaway facilities. SLSMC works closely with its American counterpart, the St. Lawrence Seaway Development Corporation (SLSDC). SLSDC is a wholly-owned government corporation, which operates and maintains that part of the Seaway located within the territorial limits of the United States. Procurement opportunities for the American SLSDC can be found on the OSDBU web site.

Two of the most significant projects called for in the Canadian SLSMC's business plan include: an engineering study for major rehabilitation of Montreal and Beauharnois locks;

and a project converting mechanical lock drives across the Saint Lawrence Seaway system to modern hydraulic drives. The report identifies additional project milestones according to the following project categories: corporate, human resources, operations, finance, and technology projects. OSDBU customers should refer to the SLSMC annual report for future contract opportunities.

— FOR MORE INFORMATION —

Great Lakes St. Lawrence Seaway System:

<http://www.greatlakes-seaway.com>

SLSMC business plan: http://www.greatlakes-seaway.com/en/pdf/slsmc_ar2003_nar_en.pdf

Current SLSMC procurement opportunities:

http://www.greatlakes-seaway.com/en/aboutus/slscd_procurement.html

Current SLSDC procurement opportunities: http://osdbuweb.dot.gov/business/procurement/forecast/agency_procure.cfm?rcode=SLSDC&maxRows=10

The Wright Stuff

This December, we celebrate the centennial of one of the greatest achievements in human history. On a cold and cloudy day on December 17, 1903, Wilbur and Orville Wright became the first men to make a sustained, controlled, powered flight. The first of four flights that day was piloted by Orville. It lasted 12 seconds – and traveled a distance of 120 feet. The fourth (and longest) flight was piloted by Wilbur, and went 852 feet. These first flights took place on the sand dunes of Kill Devil Hill near Kitty Hawk, NC, chosen because of its constant winds and soft sand to cushion accidents.

From an early age, both brothers demonstrated keen inventive mechanical abilities, which culminated in the formation of a successful bicycle manufacturing and repair business in 1892. Although the brothers' formal education ended with high school, they became self-taught engineers and entrepreneurs.

The Wright Brother's success did not come easily, as it required them to literally develop a new science. They first built a practical wind tunnel and then tested more than 200 wing shapes and sizes before deciding to construct and test fly the successful designs in a series of gliders. Once they solved the problems of basic structure, wing shape, and control of flight altitude, the Wright Brothers invented their own lightweight engine and propellers.

Today, Wilbur and Orville Wright are credited with giving the world the aero-technology that changed the course of history. Their 12-second flight gave rise to the aerospace industry, the commercial air transportation system, and manned space flight. On their centennial, OSDBU joins in applauding the Wright Brothers for their entrepreneurial spirit and ability to overcome obstacles.

A DECADE OF OTHER FIRSTS IN FLIGHT

- 1906** First aeronautics exhibition – the New York Aero Show
- 1907** First flight in a helicopter • First airplane manufacturing company – started by Glenn H. Curtiss
- 1908** First airplane passenger – Henri Farman
- 1909** First private plane sold to the Aeronautic Society of New York • First airplane dealership – Wycroft, Church & Partridge, auto dealers in New York City
- 1910** First airmail flight – from Hendon to Windsor, England • First demonstrated dropping of a bomb from an airplane • First air-to-ground radio message – sent by James McCurdy • First regularly scheduled passenger air service – in Germany
- 1911** Sale of the first U.S. Navy airplane • First issued U.S. pilot's license

More information about the Wright Brothers and the next 100 years of flight can be found at:

- <http://www.wam.umd.edu/~stwright/WrBr/Wrights.html>
- <http://www.first-to-fly.com>
- <http://www.allstar.fiu.edu/aero/wrightbros.htm>
- <http://www.news-record.com/ae/firstflight/9wright22.htm>
- <http://www2.faa.gov/apa/centuryofflight/>

Angela Dilver-Dendy wins DOT Secretary Award

OSDBU would like to congratulate our very own Angela Dilver-Dendy on receiving the DOT Secretary's Award for Excellence at the 36th annual awards ceremony in October. This award is granted to employees who have achieved outstanding performance in all aspects of their work and deserve special commendation. Ms. Dilver-Dendy received the award for her outstanding and exceptional contributions to OSDBU this year.

One-on-One Marketing Sessions Coming to Your Area

OSDBU has been teaming up with small, disadvantaged, and woman-owned business groups across the country to hold a series of One-on-One Marketing Sessions in an effort to promote business opportunities for OSDBU customers. Each marketing session creates a forum for area small businesses to advertise their goods and services to local prime contractors and government agencies. The sessions generally feature pre-arranged 15-minute appointments in which small businesses are able to discuss their capabilities with government officials and prime contractors, and to learn first hand about potential contracting opportunities where their services may be utilized. This year, marketing sessions were held in Ontario, California; Miami, FL; Washington, D.C.; and Orlando, FL. Interested parties should visit the OSDBU web site regularly for announcements of upcoming sessions in 2004.

CALENDAR OF EVENTS December 2003/January 2004

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|------------|--|
| Dec. 7-10 | Annual Small, Minority, and Women-Owned Business Procurement Conference
St. Thomas, U.S. Virgin Islands
Contact: Office of Congresswomen Donna M. Christensen • Rita Ford 202-722-7601 or Angeline Jabbar 202-226-7978 |
| Dec. 8-10 | Business Matchmaking – Houston, TX
http://www.businessmatchmaking.com/Houston.php
Contact: SBA's Business Matchmaking Initiative • 1-888-404-5524 • info@BusinessMatchmaking.com |
| Jan. 14 | Small Business Hawaii Business and Investment Conference – Honolulu, HI
http://www.smallbusinesshawaii.com/2004/Conference.html
Contact: Small Business Hawaii • Malia Aimmerman • 808-306-3161 |
| Jan. 15-18 | USASBE Conference – Dallas, TX
http://www.usasbe.org/conference/2004/index.asp
Contact: United States Association for Small Business and Entrepreneurship • Joan Gillman • 1-608-262-9982 • jgillman@wisc.edu |

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